

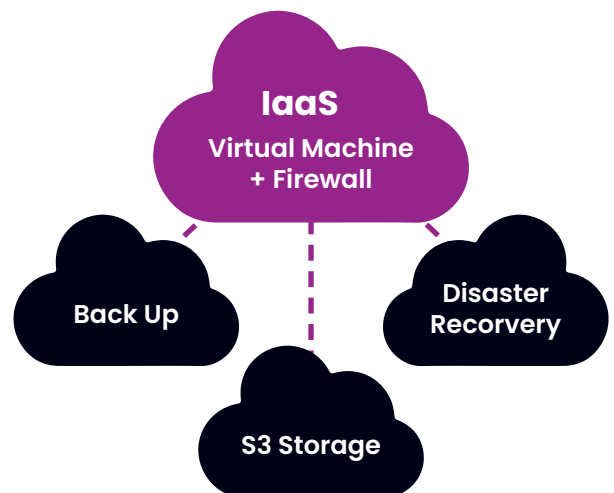


# Infrastructure as a Service

**Infrastructure as a Service (IaaS) is a UK hosted secure enterprise grade cloud platform. Designed to enable Exclusive Networks partners to provide predictable, reliable cloud. IaaS is built with fixed monthly VM pricing with 7-day snapshot backup and no data charges. Allowing partners to offer cloud infrastructure with no hidden fees.**

## How does it work?

The managed platform scales according to the virtual demands or workloads. As the quantity of virtual machine instances increases, the IaaS platform scales to provide the relevant hardware and resources needed to support that workload. All managed within a simple and intuitive administrative portal, allowing customers access to their various workloads with great simplicity. This single pane of glass also provides instant access to other offerings such as Backup, Disaster Recovery and S3 Storage, enabling partners to offer a complete Data Centre as a service offering.



## Commercial Comparison

- ✓ **No Data Charges** – No API charges to access the cloud
- ✓ **No Charges for Data Movement** – No fees for ingress, egress, intra-region transfers or use of our network to move your data around the cloud and save up to 25%
- ✓ **No Charges for Management** – The core Cloud platform, datacentre, internet is all included and managed as part of the service
- ✓ **Like for Like vs AWS and Azure 30%** – IaaS pricing like for like is on average of 30% more cost effective

# Use Cases | What problems does IaaS help solve?



## Cloud Skills Gap

Organisations today don't always have cloud or virtualisation experience, yet they are keen to adopt cloud for a variety of benefits. IaaS offers managed cloud hosting with public and private cloud capabilities with a simple to use interface.



## Business Continuity

Ensuring business operations continue under various circumstances can be exceptionally difficult, sometimes requiring duplicate equipment and an additional physical location. With IaaS, extend existing infrastructure or provision new resource to support business needs. This can extend to a simple remote desktop / access solution.



## Scalability

Enable organisations to have the ability to scale without compromising their budgets.



## Cash Flow

IaaS offers predictable ongoing costs, helping match business growth to IT spend. Offering a fixed monthly bill instead of an upfront Capex purchase or fluctuating cloud bills which may change from month to month, day to day.



## Real Estate

Space for a data centre, with rack, cooling and other resources to power and keep the lights on is no longer needed. Alternatively, colocation is available to move and manage existing infrastructure.

## Why become an IaaS Partner?

### Partner Benefits

- High margins available
- Open your customer base into new verticals
- Cost advantage against other Cloud providers
- Provides run rate business month on month
- Secure multi-year contracts with your customers
- Add value and credibility with a white labelled portal
- Technical, commercial, and marketing support available

### Benefits to your Clients

- Lower total cost of ownership (TCO)
- Higher return of investment (ROI)
- Simple user experience Scalability
- Agility
- Centralised management
- Monthly fixed price over a multi-year variable contract
- Speed to market

# Scalable, Predictable Cloud

At its core, IaaS has been created to offer an easy way to sell and manage cloud. Therefore, IaaS virtual machines have been modelled to provide a clear way to identify requirements and price the solution.

## Consumption Model: T-Shirt Sizing

Our pre-defined 'T-shirt' model mean that you get best-in-class server deployments in minutes without having to be cloud experts



**1 CPU**  
**2GB RAM**  
**64GB Storage**

**Includes:**

- 100Mb Bandwidth
- No Data Charges
- 7 Day On-Site
- Snapshot Backup



**2 CPU**  
**4GB RAM**  
**128GB Storage**

**Includes:**

- 100Mb Bandwidth
- No Data Charges
- 7 Day On-Site
- Snapshot Backup



**2 CPU**  
**8GB RAM**  
**128GB Storage**

**Includes:**

- 100Mb Bandwidth
- No Data Charges
- 7 Day On-Site
- Snapshot Backup



**4 CPU**  
**16GB RAM**  
**256GB Storage**

**Includes:**

- 100Mb Bandwidth
- No Data Charges
- 7 Day On-Site
- Snapshot Backup



**4 CPU**  
**32GB RAM**  
**512GB Storage**

**Includes:**

- 100Mb Bandwidth
- No Data Charges
- 7 Day On-Site
- Snapshot Backup



**8 CPU**  
**64GB RAM**  
**512GB Storage**

**Includes:**

- 100Mb Bandwidth
- No Data Charges
- 7 Day On-Site
- Snapshot Backup

# Additional Services

Offer a complete data centre as a service solution within the same single pane of glass

## Backup

- 15-minute deployment
- Agent based backup of physical or virtual workloads, running Windows or Linux
- Transparent simple pricing of price per Gigabyte – no charges for agents deployed
- Instant data recovery regardless of size
- No on-premise hardware required

## Disaster Recovery

- Nutanix to Nutanix Disaster Recovery services.
- Eliminate complexity and simplify operations
- Ensure business continuity with efficient snapshot, cloning, and replication capabilities to provide a higher level of protection at a lower cost.

## S3 Storage

- Fully functioning S3 compatible object store which provides all the advantages of a modern, hyper scale storage system
- No hidden download and upload fees.
- Predictable cost model with significant savings of 50% to 75%

# Colocation

A highly reliable, resilient, and robust environment that compliments the critical nature of your client's business. Solutions tailored to mirror client requirements, by providing a mission critical environment with unrivalled quality that leads the way on sustainable design.

Whatever the Data Centre requirement, with IaaS Colocation, offer a generic or bespoke solution to match these your client's needs. Capability to offer co-located space, caged areas, private suites or dedicated sole occupancy halls. Ability to design, deliver and operate our own facilities provides partners with the peace of mind that their requirements for space and configurations can easily be catered for.

All IaaS additional services are available with colocation, with scalability with additional VMs.

